

75 \$' < 6ROX]LRQL 'LJLWDOL

* 8, '\$ 35\$7, &\$ y (' , = , 2 1 (

, QWHOOLJHQ]D \$UWLI
30, GL /HHFGHOOOD %U

8VH FDVH DG DOWR 52, PHWRGR GL DGR]LRQH H FKHFNC
O \$, QHL SURFHVV L GHOOOD WXD D]LHQGD 6HQ]D EX]]ZR

3 (5 & + < 2 5 \$

/ \$, ^a LO SUHVHQRWH RSHUDWLYR QRQ

3HU OH SLFFROH H PHGLH LPSUHVH GL /HFFR GHOOD %ULD
DUWLILFLDOH QRQ ^a SL» XQ HVSHULPHQWR GD JUDQGL DJLH
DXWRPDWL]]DQR DWWLYLW¢ ULSHWLWLYH JHQHUDQR FRQW
SHUVRQDOL]]DQR O HVSHULHQJD GHL FOLHQWL

,O YDQWDJJLR FRPSHWLWLYR RJJL QRQ VWD QHOO mXVDUH O \$
JLXVWL FRQ XQ ULWRUQR PLVXUDELOH 4XHVWD JXLGD UDFFRJ
GHL FOLHQWL GDO

() , & , (1 = \$

\$XWRPDWL]]L DWWLYLW¢ ULSHWLWLYH JHQHUDQR FRQW
GHO WHDP VHQJD DVVXPHU

& 5 (6 & , 7 \$

WURGH FLO\$EHFRQWHP\$RWL JHVWLVF
DQDOL]]L SL» GDWL D SDULW¢ GL UL

9 , 6 , % , / , 7 ,

'LYHQWL FLWDELOH GD &KDW*37 'DHWKIDUG H DQDOLVL SUHGLWWLYD
*RRJOH \$, 2YHUYLHZ OD *(2 ^a LOVXRGDWL(2QRQ D VHQVD]LRQH

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,QWHOOLJHQJD \$UWLILFLDOH SHU OH 30, GL /HFFR H GHOOD %ULDQJD 7UHDG\ y

DSSOLFDRQL \$, DG DOWR 52,

y \$*(17, \$,

\$JHQWL SHU DJLHQGH

&XVWRPHU VHUYLFH YHQGLWH H2R3VHLPD]]BQLRQH SHU &KDW*37 3HUS
DXWRPDWL]]DWL LQWHJUDWL*HFRQL WX*RRJLW\$H2YHUYLHZ

y *(2

9LVLELOLWç VXL PRWRUL \$,

&XVWRPHU VHUYLFH YHQGLWH H2R3VHLPD]]BQLRQH SHU &KDW*37 3HUS
DXWRPDWL]]DWL LQWHJUDWL*HFRQL WX*RRJLW\$H2YHUYLHZ

y \$8720\$=,21,

:RUNIORZ Q Q 0DNH

(PDLO &50 OHDG VFRULQJ H IOXVGLHLS,HWLWXDD D VFDOD FRS\ PX
JHVWLWL VHQ]D LQWHUYHQWR PDQDQG 9RLFH VX PLVXUD

y &217(187,

&RQWHQXWL \$,

(PDLO &50 OHDG VFRULQJ H IOXVGLHLS,HWLWXDD D VFDOD FRS\ PX
JHVWLWL VHQ]D LQWHUYHQWR PDQDQG 9RLFH VX PLVXUD

y ,17(//,* (1&(

'DVKERDUG SUHGLWWLYD6(2 SRWHQ]LDWD

%XVLQHVV LQWHOOLJHQFH H SUHGLWWLYD6(2 SRWHQ]LDWD H RWWLPL]]D
GRPDQGD SHU GHFLGHUH PHJOLRVHPSUH FRQ UHYLVLRQH XPDQD

y 6(2 \$, '5,9(1

'DVKERDUG SUHGLWWLYD6(2 SRWHQ]LDWD

%XVLQHVV LQWHOOLJHQFH H SUHGLWWLYD6(2 SRWHQ]LDWD H RWWLPL]]D
GRPDQGD SHU GHFLGHUH PHJOLRVHPSUH FRQ UHYLVLRQH XPDQD

0 (72'2

&RPH LQWURGXUUH O \$, LQ SDVVL

\$VVHVVPHQW \$,

6L YDOXWD OD PDWXULW¢ GLJLWDOH GHOO DJLHQGD H VL L
PDJJLRU YDORUH

6FHOWD WHFQRORJLFD

6L VHOH]LRQDQR L WRRO JLXVWL SHU LO SURJHWWR QRQ C
52,

,QWHJUD]LRQH H WHVW

6L LQWHJUDQR OH VROX]LRQL FRQ L VLVWHPL HVLVWHQWL M
ULODVFLR

0LVXUD]LRQH H VFDOLQJ

6L WUDFFLDQR L .3, H VL VFDODQR VROR OH VROX]LRQL FK

' \$ (9,7\$5(

HUURUL IUHTXHQWL

(5525(

\$GRWWDUH O \$, FRPH EX]]ZRUG YXHQDLXFOUH FRQWHQXWL \$, VHQJD U
SURFHVVR H XQ .3, GL ULIHULPHQWQD *RRJOH SUHPLD LO YDORUH

(5525(

YROXPH

(5525(

\$XWRPDWL]]DUH WXWWR VXELWR LQYHFH GL SDUWLUH
GDL SURFHVV SL» VHPSOLFL H VFDODUH

&KHFNOLVW VHL SURQWR SHU O \$,"

- ✦ +DL PDSSDWR L SURFHVV L SL» ULSHWLWLYL GHO WXR WHDP
- ✦ +DL GDWL GLJLWDOL DFFHVVLELOL &50 JHVWLRQDOH VLWR H
- ✦ +DL GHILQLWR XQ RELHWWLYR PLVXUDELOH WHPSR ULVSDUPLDW
- ✦ +DL LGHQWLILFDWR FKL XVHUç H VXSHUYLVLRQHUç JOL VWUXPHO
- ✦ +DL YHULILFDWR OD WXD YLVLELOLWç VX &KDW*37 *HPLQL H *RR
- ✦ +DL XQ EXGJHW DQFKH PLQLPR SHU XQ SURJHWWR SLORWD

9XRL FDSLUD GD GRYH SDUWLUH"

7UHDG\ a XQ DJHQJLD GL LQWHOOLJHQJD DUWLILFLDOH FRQ VHG
JUDWXLWR SHU YDOXWDUH OH RSSRUWXQLWç FRQFUHWH SHU OD

6FULçLHJLRQH#yUHDG\ LW y WUHDG\ LW WHFQRORJLH SHU L
DJHQJLD LQWHOOLJHQJD DUWLILFLDOH OHFFR